/ JOB OFFER: Junior Consultant

From: Bax & Company
Location: Barcelona, Spain
Open position: Junior Consultant in energy efficiency & smart grid team

The company

Bax & Company is a specialized consultancy that supports clients across Europe in transforming science and technology into real value. We work for large industrial corporations, high-tech smaller companies as well as for public authorities and research institutes. We support our clients by combining our knowledge, experience, methodology and network with a powerful drive to turn vision into reality in the complex world of partnering, emerging technologies, new market opportunities and shifting policy frameworks.

Our services enable our clients to create value from science and technology. The actual work we do differs from one case to the next: creating R&D / innovation projects, supporting academic spin-off companies to get funded, preparing and guiding bigger industries in implementing Open Innovation strategies, creation and implementation of innovation policies, support in management, exploitation and communication of collaborative programs.

We principally work in high-tech fields related to global societal challenges such as energy-efficiency in buildings, lightweight and electric automobility, climate adaptation and green infrastructure, smart cities and open data, advanced materials and enabling disciplines such as industrial design and ICT.

The position

The Project Development Consultant will be working at our Barcelona headquarters with fellow team members taking responsibility for acquisition, execution and management of Consultancy assignments.

The focus of your work will lie in the creation and management of international business, R&D and innovation policy collaborations in public-private innovation and R&D partnerships, in most cases supported with some form of funding from the European Commission. You will help create new collaborations and programmes at the cutting edge of technology and new business in one or more or our focus areas, work these out into concrete partnership and conceptualizing convincing bids for collaborative R&D and innovation policy projects to obtain funding from European programmes such as Horizon 2020 and Interreg.

B&C often has a long-term role in project management, R&D results exploitation and communication in the project and programmes we create, which allows our consultants to obtain a thorough understanding of technologies, innovation policies and markets we work in. Our Project Development Consultants apply this knowledge in more general business innovation consultancy assignments and government/ sector policy advice.

Generally you will be working in 2-3 small teams for several clients in parallel. Your activities will include occasional meetings at different client locations around Europe.

The candidates we are seeking

We seek ambitious fast-learning candidates that have affinity with technology, business and innovation and the strong ambition to become an entrepreneurial consultant in a small and highly specialized consultancy firm.

The candidate we seek has completed either engineering, policy or business studies at a highly ranked university and has between 0-2 years of work experience, however previous internship experience in your areas of specialty is required.

We expect you to make an explicit and conscientious choice to become an entrepreneurial consultant in our exciting but challenging field. We offer and expect you to have a great deal of autonomy, taking the lead in setting up of new projects with multiple clients and potential and proactively acquiring new business from these. You must be motivated to learn and grow.

You'll need a broad, general understanding of technology, business and policy combined with a keen interest to understand the often very specific areas of expertise of our clients, and turn their ideas and technologies into concrete new business and innovation initiatives. As we often help finance initiatives through public funding, previous experience with European innovation programmes such as Horizon 2020 and/or Interreg will be highly valued.

You need to be self-starting and stress-resistant, with an eye for details while keeping your vision aligned with our clients' strategies. We seek people who can express their thoughts and insights (predominantly in English, while Dutch, Spanish, German and Catalan are

also valued) rapidly, accurately and to the point; people who can listen as well as speak up when needed. Good writing skills are essential; we need you to enjoy and be good at writing, easily translating complex technical concepts into clear and compelling business language.

Additional requirements and conditions

A master's degree in engineering, business administration, innovation/technology management, industrial design engineering (focus on product innovation management), science communication and/or policy analysis is required.

Previous experience in consultancy is a strong plus. Knowledge of innovation policy, sustainability, or advanced manufacturing (e.g. automotive, chemical, advanced materials industry) is also highly valued.

However, even more important than qualifications and work experience is your ambition, 'can do' attitude and interpersonal skills, an eagerness to get things done.

Please note that while we do offer a competitive compensation package, we do not offer MBA-level salaries or relocation packages. We do offer a very positive and entrepreneurial company culture and respect for work-life balance.